

SWC 507 Rock Salt – Questions & Answers

1. Bid documents such as the evaluation workbook will not be available until 4/13?

April 13, 2020 is the tentative date for the Invitation to Bid (ITB) to post. At the time the event posts, all solicitation documents, including the Evaluation Model, will be available. The draft solicitation documents were issued with the RFI as event #32110-11394 on 3/11/2020.

2. Is pricing due back April 28, 2020?

April 28, 2020 is currently scheduled to be the bid response due date. This date is tentative and subject to change. The final version of the ITB bid will be issued (currently scheduled for April 13, 2020) and it will have the response deadline listed.

3. Bids can be electronic or paper?

Correct, bids may be submitted electronically in Edison or physically by mail or hand-delivered in accordance with Terms and Conditions Section 3.9. (copied below).

Resources including a job aid and a knowledge burst video on how to submit a bid in Edison are available on the CPO Supplier Information page at

<https://www.tn.gov/generalservices/procurement/central-procurement-office--cpo-/supplier-information.html>.

3.9. Responses Submitted by Mail. If submitting a response by mail: (1) all prices must be typed or written in ink on the "Line Details" portion of this ITB; (2) any corrections or other alterations to prices must be initialed by the respondent; and (3) the response shall be manually signed by the respondent in ink. Each individual response must be returned in a separate envelope package or container and must be properly labeled on the outside referencing the applicable event number and the response opening date. Responses should be mailed in a properly labeled sealed envelope to the following address:

Bidder Services
Department of General Services, CPO
312 Rosa L Parks Avenue, 3rd Floor Tennessee Tower
Nashville, TN 37243-1102.

****Due to the current situation regarding COVID-19, the State strongly encourages Respondents to submit PAPER bids via FedEx/UPS/USPS etc. vs. dropping off in person for the foreseeable future****

4. When evaluating bids – is it all or nothing for regional award or individual prices?

Each line will be evaluated for award to the lowest Respondent, regardless if they provide pricing for individual location, Super District, or Region.

Scenario 1: Respondent A provides one set price for a Super District and that price is lower than the other Respondents' prices for the locations in that Super District, then Respondent A will receive award for entire Super District.

Scenario 2: Respondent A provides one set price for a Super District. Respondent B provides pricing for ten individual locations in the Super District. Respondent B provided lower pricing for three out of the ten locations in the Super District. Respondent B would receive award for the three locations they provided lower pricing for. Respondent A would receive award for other seven locations.

The same Scenarios would apply for Region awards.

Please see revised Terms and Conditions Section 2. Award Criteria and the instructions on Tab 1 of the Evaluation Model for further clarification about how the bid will be evaluated for award.

5. Is bid opening public?

There will not be a public meeting for the bid opening. However, the Procurement File including bids received will be available for public inspection upon issuance of the Notice of Intent to Award tentatively scheduled for May 6, 2020, in accordance with Terms and Conditions Section 3.29.

6. Do you have a breakdown of county/entity/district estimated tonnage?

The Evaluation Model is broken down by Location, Super District, and Region. The Evaluation Model provides an estimate annual tonnage per location, Super District, and Region.

7. If awarded the contract, is there a performance bond required? If so, what percent?

There is no performance bond required for SWC 507 Rock Salt.

8. When is the bid due?

The tentative Bid Response Due Date is April 28, 2020 by 4:30 pm CST. The final version of the ITB will include the Response Deadline.

9. Can a minimum purchase quantity be added to the solicitation?

This request has been considered due to the needs of the State a minimum purchase quantity has not been added to this solicitation.

10. Will there be a public bid opening?

See response to question 5.

11. When will initial pricing be made available to the bidders?

The Procurement File including bids received will be available for public inspection upon issuance of the Notice of Intent to Award tentatively scheduled for May 6, 2020, in accordance with Terms and Conditions Section 3.29.

12. Will there definitely be a negotiation round?

It is at the States sole discretion to issue a negotiation round. It will not be decided until the State reviews the responses.

13. Will all bidders be given opportunity to participate in the negotiation round?

All Respondents who submit their responses by the deadline of this ITB and are deemed responsive and responsible will be given the opportunity to participate in negotiation rounds as applicable in accordance with Terms and Conditions Section 3.6

14. When is the bid award expected to be made?

The tentative date to award SWC 507 Rock Salt is May 27, 2020. This date is subject to change.

15. In reference to additional lines: is the vendor required to accept all additional lines proposed by the state?

If there is a request to add lines to SWC 507 Rock Salt, during the Term of this Contract. Awarded Contractor(s) would be given the opportunity to provide pricing for the requested lines. The lines would be awarded to the Respondent with the lowest pricing. Respondents do not have to provide pricing if they do not wish to be considered for award of the requested additional lines.

16. Can you please provide an example of how award will be determined whether by line item, super district, or region?

Please see answer provided for Question 4.

17. Can the state send us a report of purchases made by non-TNDOT locations on the 17/18, 18/19 and 19/20 contracts?

Current contract vendors have reported approximate spend of Local Governmental Bodies and qualified non-profit agencies. You will find these numbers outlined below. The State cannot guarantee the accuracy of these numbers.

July 1, 2017 – June 30, 2018	\$478,252.00
July 1, 2018 – June 30, 2019	\$154,138.00
July 1, 2019 – December 31, 2019	\$18,374.00

18. Will there be a list of locations that are participating in Early Fill?

The State does not have a reference to Early Fill in the solicitation documents. Assuming, Early Fill means an order to “top-off” or fill a salt bin before the winter season, then locations on SWC 507 Rock Salt have not participated in Early Fill previously and do not anticipate participating in Early Fill during this contract term.

19. Do you anticipate the response date changing?

Please see answer provided for Question 8.

20. Do you all plan to have “best and final offer” rounds for this event?

Please see answer provided for Question 12.

21. When is the tentative award date and when will preliminary results be released to the participants?

Please see answer provided for Question 11.

22. In the RFI for the list of subcontractors- does this include truckers?

A subcontractor is an entity that the respondent uses to fulfil part of its responsibilities as required under the contract. This contract requires delivery of rock salt, whether the contractor delivers the rock salt itself, subcontracts, or makes other arrangements not decided by the State. Contractor will need to list any entity that you plan to use as a subcontractor to fulfill the required scope of services. As a practical matter if something happened during delivery, we do not have a contract directly with the subcontractor, so the State would look to the primary contractor to fulfill all obligations under the contract.

23. Rock Salt doc: 3.22- Contractor license- Is this just our State license or is this N/A for this bid?

This is would not be applicable for this Contract.

24. Are there are delivery terms other than the minimum load or if they are requesting them, where is the section to input that information"

Please reference Specification Section 1.3. regarding deliveries as well as Terms and Conditions Sections 3.16. and 7.4. about FOB delivery and 7.2. about minimum order quantity. In accordance with Terms and Conditions Section 3.12., Respondents should not provide additional terms and conditions as their response may be deemed non-responsive.

25. We see the maximum tons for "Authorized users" is 120%. What is the maximum tons or percentage for TDOT?

There is no maximum tons or percentage for TDOT.